

PERSONAL

My Name Is: JULIE Wainwright

I'm 56 Years Old

I live in the most beautiful town in Marin County

Blackberry and/or iPhone iPhone.

The homepage of my Web browser opens to The RealReal - of course!

I got 0 kids and 2 pets. Names and breeds: 8 nieces + nephews
Betty + Louie - Westie Terrierists

I wear 5" heels to work.

I wear lululemon to play. just kidding - 4" heels is the correct answer.

My guilty pleasures are

Chanel and Art and Travel and Alain
and Coffee-lots and Alexander McQueen

In 1986, I Was: living, working & loving in London

In 1992, I Was: back living in London, working, planning a wedding - mine

In 2008, I Was: Crying a little bit - lost some friends, lost some money -

Now, I am: loving being my age - loving running
The RealReal, single, healthy, bouncing off the

I get maybe 6 hours sleep a night. Walls with energy!

EDUCATION

Pre-School: Seriously? We played outside then, turned flowers into ballerinas and staged plays for the neighborhood.

Grade School: Monroe, South Bend, Indiana

Back Then, I thought I Was Going To Be An Oceanographer when I grew Up. - loved Sea Hunt

Highschool: Penn High School

College: Purdue University

Grad School:

MY BUSINESS

My Company's Called: The RealReal

Was this the original name? (twitter was first called Odeo for example):

yes
I Came Up With The Idea While I Was: drinking wine with two friends and balancing a laptop on my knees looking for URLs I could afford and were strategically "on brand"

The First Thing I Did Was: The business plan.

These are The People Who Financed It: Friends, family, me and then the big guys came in - Canaan Partners, eVentures, Interwest, Greylock.

What three adjectives best describe your company culture?

FOCUSED CREATIVE TALENTED

My proudest moment so far: \$4M month - our first! A FEW MONTHS AGO
move to our 35,000 sq ft office in SF

My lowest moment so far: when the Internet went down for 6 hours in our first office and we couldn't take orders, ship, merchandise - lots of ANGRY CUSTOMERS

The company started with 3 employees, the company now has 135 employees

The man I most admire: - OH COME ON - MY ARTIST FATHER - JAMES WAINWRIGHT - and then Lincoln -

The woman I most admire: RIGHT NOW - HILARY CLINTON - SO MANY WOMEN HATE FOR ME - MY MOTHER OF COURSE, ANY WOMAN THAT GETS UP EVERY DAY AND TRIES TO MAKE A DIFFERENCE

Despite what they say, this is bullshit: MONEY AND SUCCESS DO NOT MAKE YOU HAPPIER.

Deep Thought I Will Leave You With: CREATING A GREAT BUSINESS IS ONE OF THE MOST CREATIVE AND CHALLENGING THINGS ANYONE CAN DO. IT IS THE ULTIMATE CREATIVE ENDEAVOR.

MY COMPANY'S PARTICULARS:

Homepage: therealreal.com

Twitter Handle: therealreal

Instagram Handle: therealreal

Tumblr: realstyle.therealreal.com

App: Consign (Apple store)